

- WE WANT YOU! -



AnyMessage GmbH, Niederstr. 187
40789 Monheim am Rhein (Germany)

- Small to mid-size Enterprise Sales Manager-

Your Tasks:

- Lead Generation:
 - o You will be responsible for the lead generation of small to mid-size enterprises in your respective countries.
 - o You will create content and collateral by yourself and have it reviewed with our Sales and Marketing department prior to publication.
 - o You analyze and optimize our existing online presence to maximize new leads generated via social media channels.
 - o You possess good analytical and conceptual capabilities.
- Sales:
 - o You will be responsible for the complete sales process from lead generation to pre-sales and onboarding until the customer has gone live on our platform.
 - o You will be responsible for the sales of all or parts of our Omnichannel communication products and services.
 - o You will be the single point of contact for any non-support related issues, may it be either ongoing Account maintenance or upselling additional products and services.
- Sales/Marketing:
 - o You will stay in close contact with our social media, Sales- and Marketing Team to evaluate the options of promoting our services and specials offerings online.

Your Background:

- o You have experience in the small to mid-size enterprise sales market.
- o You have a proven track record of pushing sales via Social Media channels with respect to followers and leads generated online.
- o You have at least 3 years of relevant (meaning comparable) experience, preferably with a telco / messaging player.
- o You have experience in online research for potential new customers.
- o You speak fluent English and preferably another language!

Your Benefit:

You will work very self-contained while having the benefit our team of industry experts like yourself backing you, so we can support you whenever needed!
You will have freedom of your time planning as we value results more than the hours spend.

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Why AnyMessage:

We work as a team!

We are constantly learning from one another and inspire and motivate each other. We encourage all our team members to review our existing processes and take part in making them better: For you and for us!

Our common goal:

Become the best Omnichannel communication provider on the planet.

We value our employees:

Realizing that every person is an individual, we focus on results and make sure that you are provided with an environment that makes you enjoy working with our colleagues. If there are ever any issues => talk to us and we make sure that we find a solution together, as this is what we believe in:

- Respectful working environment on a personal and professional level.
- Culture of appreciation.
- Everyone is considered a valuable member of our team, irrespective of function origin or qualification.
- Trust in one another.
- We don't discriminate anyone due to color, language, origin, or present location!

We don't care where you live!

We have a "work from anywhere" policy, which means that irrespective of your current or future living place, you are a welcome member of our team. We are an "online company" and hence you can work from wherever you like!

We develop in-house:

The key components of our software solutions are all developed in house. As a result, we profit from the know-how and the capabilities of our communication core. This will enable you irrespective of your position within AnyMessage to provide our customers with the best suitable solutions to their requirements. This combined with our continuous review of the latest available technology enable us to constantly improve our customer's experience!

Last but not least:

We offer a performance-based salary, which will incentivize you!